



# New Jersey District Office

## *SBA New Jersey*

*Your Small Business Resource*

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#### In this issue:

Talking Trash Leads to Entrepreneurial Success	Page - 2
First-Half Top Lenders	Page - 3
2006 Resource Guide	Page - 4
Now Available	

#### For More Information:

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## Back on Track; Strong 2<sup>nd</sup> Quarter Leads to Increase in Loans

A strong second quarter reported by the U.S. Small Business Administration's New Jersey District Office resulted in \$294 million in loan approvals to state small business owners for the first-half of Fiscal Year 2006 (the period of October 1, 2005 through March 31, 2006).

According to SBA New Jersey District Director James A. Kocsi, during the first six months of Fiscal Year 2006 New Jersey small business owners received a total of 1,683 loans for \$294 million. In comparison, the office approved 1,706 loans for \$350 million during the same time period in Fiscal Year 2005. Kocsi noted that this was the best second quarter ever recorded by the New Jersey District Office with 928 loans for \$150 million from January 1 through March 31, 2006.

According to Kocsi, the agency's popular **SBAExpress** loan program now accounts for 72 percent of the total loan approvals in New Jersey, as opposed to 66 percent in



**Engineering her Success**---A strong second quarter from the U.S. Small Business Administration's New Jersey District Office is helping small business owners like Barbara Armand, owner of the Armand Corporation, a Cherry Hill-based company that specializes in engineering, construction management, and information technology services. SBA guaranteed loans from Susquehanna Patriot Bank are helping the Armand Corporation grow. Today, the company employs 21 people and has annual sales of \$2 million.

the prior year. While the maximum loan amount for this program is set at \$350,000, loans approved in this fiscal year have averaged \$55,700. **SBAExpress** loans also offer a revolving line of credit feature that small businesses can use for short-term working capital needs.

"The good news is that our strong second quarter activity has put us in position to approve more loans than we did in 2005," said Kocsi. "We are only one percent behind last year's record pace. Traditionally, loan volume picks up during the second-half of the fiscal year, so I am encouraged that the current trend will continue and even more New Jersey small business owners can benefit from our loan programs in the coming months."

*(Continued on Page 3)*

# Talking Trash Leads to Entrepreneurial Success;

## SBA Bond Program Helps Waste/Recycling Firm Grow

**J**ohn Casciano and Frank Holzworth enjoy talking trash about their success. And why shouldn't they? After all Casciano and Holzworth are the owners of Casworth, a Deptford-based company that specializes in waste, recycling and demolition work.

It all started 20 years ago when Casciano and Holzworth raised pigs on a Deptford farm. "Our intention from the start was to raise enough money from pig farming and get into landscaping," said Holzworth. So in 1990 they took the money they earned from pig farming and invested it in landscaping, demolition equipment, and roll off containers.

Over a 12 year period, the business continued to grow. By 2002, Casciano and Holzworth wanted to grow their business by getting into residential and commercial trash collection. But in order to secure contracts from local municipalities, they realized that they would have to secure bonding in order to take the business to the next level.

Through their insurance company, the J.S. Bradock Agency of Medford, Casciano and Holzworth learned about the U.S. Small Business Administration's (SBA) Surety Bond Guarantee Program. The agency put them in touch with Steve Golia of The Surety Source of Voorhees, an SBA certified surety bond broker.

Under the program, the SBA can guarantee bonds for contracts up to \$2 million, covering bid, performance and payment bonds for small and emerging contractors who are unable to obtain surety bonds through regular commercial channels.

With the help of Steve Golia of the Surety Source, Daniel Sossaman and Dmitri Matishen of the SBA's Surety Bond Area I Office in Philadelphia, Casciano and Holzworth were able to secure their first surety bond for \$ \$290,000. That was back in 2004, and since that time Casworth has received numerous bonds, some in excess of \$1 million.



**Talking Trash**---John Casciano (left) and Frank Holzworth (right) utilized the SBA's Surety Bond Guarantee Program to expand their business into residential and commercial trash collection. Today, Casworth employs 26 people and has 18 trucks on the streets collecting trash, recyclables and yard waste pick-ups in several municipalities

As a result of those bonds, Casworth has been able to expand into residential and commercial trash collection with ease. "Without the bonds you're not in the bigger game," said Holzworth. "The bonds enabled us to move into public work with the municipalities. SBA's Surety Bond Program gives you credibility and allows you to establish a track record. It definitely opened up the door."

Today, Casworth employs 26 people, including Casciano's wife Deborah who provides administrative support. The company has 18 trucks on the street collecting trash, recyclables and yard waste pick-ups in municipalities like Woolwich Township, Sweedesboro, Township of Logan, East Greenwich, and National Park.

In addition to the refuse collection, Casworth still provides its roll-off containers and demolition services to its customers. The company has 75 roll-off containers and according to Casciano and Holzworth, 90 to 95 percent of them are in use.

The demolition side of the business is equally successful. According to Casciano, the mild winter has allowed the company to stay busy. "We have a full complement of bulldozers, excavators, Bobcats and dump trucks," said Casciano. "On the demolition side of the business we perform work in New Jersey, Pennsylvania, and Delaware."

Business is so good that in June of 2005 Casciano and Holzworth, with the help of Tracy Badiali a loan officer from The Bank, were able to secure a loan and purchase a four acre lot in the Wellsville Industrial Park. The purchase enabled Casworth to put in a full-service garage at their new location with ample space to store all their equipment. There is also room for the company to expand. "It's something we have talked about," said Casciano. "We would eventually like to get into recycling concrete and asphalt. It only makes sense, since we have access to both from all the demolition work that we do."

For now Casciano and Holzworth are happy with the company's growth. They see no reason why they cannot expand more. Their garbage trucks have a slogan stenciled on their sides that read "**Trash is Good**"; it is a phrase that Frank Holzworth likes to say all the time.

And if you are John Casciano or Frank Holzworth, every now and then it is good to talk trash; especially about your success.

**For additional information on the SBA's Surety Bond Guarantee Program visit**  
<http://www.sba.gov/osg/>

# SBA's NJ Top Lenders in FY 2006

(For the Period of October 1, 2005 through March 31, 2006)

Lender	# of Loans	\$Amount
1) Bank of America	386	\$14.5 Million
2) PNC Bank	218	\$34.8 Million
3) Commerce Bank	141	\$54.1 Million
4) Broadway National Bank	84	\$23.0 Million
5) Valley National Bank	71	\$13.3 Million
6) Citizens Bank of Rhode Island	70	\$ 4.7 Million
7) JPMorgan Chase Bank	63	\$ 2.5 Million
8) Capital One Bank	61	\$ 2.3 Million
9) HSBC Bank USA	58	\$ 3.0 Million
10) Sovereign Bank	40	\$ 6.0 Million

## Back on Track

### *Continued from Page One*

Women and minority-owned firms are seeing the benefits of the 2<sup>nd</sup> quarter surge. First-half SBA loan approvals to African-Americans, Hispanic-Americans, Asian-Americans and Women are all up over last year's totals. Kocsi noted that during the first six month of Fiscal Year 2006, African-Americans received a total of 101 loans for \$13.6 million, which is a 3 percent increase in loan approvals to African-Americans compared to the same time period last year.

First-half lending to Hispanic-Americans was also up. The SBA approved 201 loans to Hispanic-American business owners for \$23.8 million during the first half of 2006. This represented a 54 percent increase in the number of loans approved and a 22 percent increase in dollars Hispanic-American business owners received in 2005.

During the first-half of Fiscal Year 2006, loan approvals to Asian-Americans were also up 22 percent. The agency approved 458 loans to Asian-American business owners for \$86.7 million during that time.

According to Kocsi, women-owned businesses in New Jersey received 405 loans for \$74.2 million during the first six months of FY 2006. This represented a 6 percent increase in loans and a 43 percent increase in dollars that women business owners received during the same timeframe in 2005.

Bergen County led the way in SBA loan approvals, during the first six month of Fiscal Year 2006, with 311 loans for \$39.1 million; Essex County followed with 145 loans for \$23.3 million; Middlesex County had 138 loans for \$25.4 million; Monmouth County had 117 loans for \$25.4 million; and rounding out the top five counties was Passaic County with 113 loans for \$15.4 million.

## Seminar Slated for Veterans

A free seminar entitled ***"Starting a Small Business for Veterans"*** is slated for Friday, May 12, 2006 from 9:30 a.m. to 11:30 a.m. at the Somerville Employment Services Building located at 75 Veteran Memorial Drive East in Somerville.

The program is designed to provide Veterans, Service-Disabled Veterans, Reserve and National Guard entrepreneurs with information to start a successful small business.

To register, call the Small Business Development Center at Raritan Valley Community College at (908) 526-1200 ext. 8516.



## UPCOMING EVENTS

### Building and Financing Your Business with the SBA

Monday, April 24, 2006

8:45 a.m. – 12:00 Noon

Asbury Park Municipal

One Municipal Plaza

Asbury Park, NJ 07712

Fee: None

For Information: (732) 842-8685

### Meet the Lenders

Thursday, April 27, 2006

9:00 a.m. – 12:00 Noon

Ciarco Learning Center – 355 Main Street

Hackensack, NJ 07601

Fee: None

For Information: (201) 489-8670

### Building and Financing Your Business with the SBA

Thursday, April 27, 2006

10:00 a.m. – 1:00 p.m.

Burlington County Library - 5 Pioneer Blvd.

Westampton, NJ 08060

Fee: None

For information: (609) 267-9660

### Building and Financing Your Business with the SBA

Wednesday, May 3, 2006

12 Noon – 3:00 p.m.

Phillips Lighting – 200 Franklin Square

Library Conference Room

Somerset, NJ 08875

Fee: None

For Information: (908) 526-1200 ext. 8516

### Starting and Managing your own Business

Tuesday, May 16, 2006

9:00 a.m. – 2:30 p.m.

SBA Office – Two Gateway Center – 15<sup>th</sup> Fl.

Newark, NJ 07102

Fee: \$30 (Includes Book)

For Information: (973) 645-2434

### How to Buy a Business or Franchise

Thursday, May 18, 2006

7:00 p.m. – 9:00 p.m.

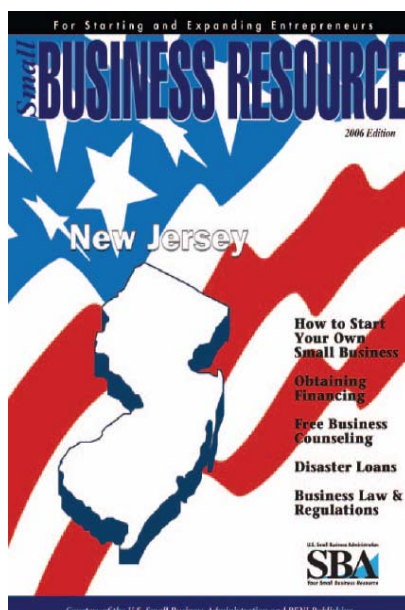
Raritan Valley Community College

North Branch, NJ 07102

Fee: \$35

For Information: (908) 218-8871

# SBA 2006 Resource Guide Now Available



### Fun Facts

*Small firms represent 99.7 percent of all employer firms and have generated 60 to 80 percent of the net new jobs annually over the last decade.*

The 2006 edition of the *New Jersey Small Business Resource Guide* is now available from the U.S. Small Business Administration New Jersey District Office.

SBA New Jersey District Director James A. Kocsi, said the free 47-page guide features sections on *How to Start a Small Business; Local, State and Federal Business Regulations; How to Find and Secure Business Finance; Doing Business with the Government; and Entrepreneurial Development Resources.*

To receive your copy of the *2006 New Jersey Small Business Resource Guide*, call the SBA New Jersey District Office at (973) 645-2434 or by sending an e-mail to Ursula Sanders at [ursula.sanders@sba.gov](mailto:ursula.sanders@sba.gov). An English and Spanish version of the guide may also be viewed and downloaded over the Internet at <http://www.reni.net/guides/>.



*You're Invited to*



*A Small Business Week Celebration*

*Friday, April 28, 2006*

*9<sup>th</sup> Annual New Jersey Small Business Conference*

*8 a.m. to 3 p.m., New Brunswick Hyatt*

The 9<sup>th</sup> Annual New Jersey Small Business Conference co-hosted by the State Chamber and the U.S. Small Business Administration (SBA) features workshops on key topics, over 40 exhibitors, speeches by experts and valuable networking opportunities. The SBA also presents awards to its annual New Jersey Small Business Persons of the Year honorees during the conference. The event is attended by over 500 entrepreneurs seeking information on how to manage and operate their small businesses. This is the state's premier small business conference and you do not want to miss this event.

**For Information call: (609) 989-7888 or register online at**  
<https://www.njchamber.com/Events/small06/register06.htm>